

Proposal Prepared For:

Lakeside Charter Academy
Yvonne Waters

sbrockwell@mcnc.org & y.waters@lakesidecharteracademy.com

17609 Old Statesville Rd
Cornelius, NC 28031

Solution Proposed:

E-Rate 2019 Access Points

Quote No. 10155v3

Quote Provided
3/19/2019

Prepared By:



888-424-4863
14 Progress Road, Greenville, SC 29607
www.ancgroup.com
Federal Tax ID: 58-2482651
E-Rate SPIN Number: 143020733

Your Account Manager:
Kyle Radford
Mobile: 828-989-8274
E-Mail: kyler@ancgroup.com

Please Send All Quote Requests To:
quoterequest@ancgroup.com

Background

In business since 1999, ANC Group has partnered with school districts on E-Rate projects and services since inception. We have built our E-Rate quoting, ordering, and invoicing processes around the goal of creating the simplest possible process for the clients who choose to partner with us. Since the adoption of the 2014 E-Rate Modernization Order which refocused E-Rate funding towards Internal Connections like Switching and Wireless, ANC Group has partnered with more than 100 School Districts on projects ranging in size from small Hardware Only projects to full network redesigns with 1,500+ Access Points and supporting Switching Equipment. While other companies both large and small come and go, ANC remains locally owned, financially sound, and committed to serving the education market through the E-Rate program.

ANC Group takes a team approach to partnering with our clients which begins with pre-sales support and continues through to post-implementation and invoicing. With ANC Group you never have to call a call center or re-explain your needs multiple times. All of your information is shared with your team, and you can access each member of your team directly if you should ever have a question.

Your Team

Technical Contact: Billy Crowe, Service Coordinator, 864-414-3469, billyc@ancgroup.com

Billy can assist with any questions you may have when creating or modifying your network environment. Billy will also help schedule your installation and manage your project, if you've chosen installation services from ANC. Billy has 15 years of experience in educational technology, and more than 5 years of experience in project management and environment design.

Order Contact: Michelle Gajdalo, Bookkeeper/Sales Support, 888-424-4863, michelleg@ancgroup.com

Michelle can assist with any questions you may have about your quote. Michelle will also help you place your order, track your order, confirm receipt and provide any necessary documentation, and will invoice your order

Account Manager: Kyle Radford, 828-989-8274, kylerr@ancgroup.com

In addition to your Technical and Order Contacts you also have a dedicated Account Manager to answer any additional questions you may have or assist in any capacity.

Bid, Award, and Procurement Process

ANC Group maintains internal E-Rate processes that ensure compliance with all E-Rate Program rules and regulations from bid through to invoicing. ANC Group's Bid Process begins with a technical review of the School District request. We will confirm the requested equipment meets the District's network requirements and is sound from a design and delivery perspective. Once technically cleared ANC Group will prepare pricing in accordance with any utilized Contract Requirements and USAC Lowest Corresponding Price (LCP) rules. Should the District choose ANCGroup as their provider ANC Group will assist in preparing USAC Item 21b forms to be submitted to SLD when filing the 471 request.

Once filings are completed and Funding Commitment Letters are released ANC Group will notify the District upon receipt of their Funding Commitment Letter. When the District is ready to procure equipment and/or services from the resulting contract the District will issue Purchasing Commitment to ANC Group, to be delivered to your Order Contact.

At ANC Group we take a proactive approach to the processing, delivery, and installation of the goods and the services we provide. All new hardware orders will be processed for shipment with the hardware vendor or manufacturer within two business days of receipt of a signed purchase order. Orders received after 3:00 PM EST will count day one as the following business day. While ANC Group cannot guarantee shipping timeline from our Distributors and Manufacturers, we do receive daily status updates and make every effort to have orders processed and shipped as quickly as possible.

Understanding of the Project - Wireless

Lakeside Charter Academy has filed a form 470 application with the SLD and requested a proposal containing options for Wireless Equipment, falling under "Wireless Data Distribution, Internal Connections". ANC Group understands that the District plans to purchase E-Rate eligible access points and related equipment.

ANC Group has specified HPE Aruba Wireless Equipment for Lakeside Charter Academy. ANC Group is an established HPE Aruba PartnerOne member with Gold Level Designation. We have been providing leading HPE Aruba solutions to the public sector throughout the Southeast for more than 10 years. As one of the largest resellers of HPE Aruba technologies ANC Group is required to demonstrate competencies in the products and services offered by HPE Aruba with the achievement of ongoing product training and certification.

Why HPE Aruba Wireless?

Aruba, a Hewlett Packard Company, is a leading provider of next-generation networking solutions for enterprises of all sizes worldwide. Aruba's mobile-first, cloud-first approach addresses the fundamental changes in today's educational environment – the move towards digital learning and the explosion of big data. Aruba allows IT professionals to build networks that keep up with these changes by migrating away from expensive-to-operate and proprietary infrastructures.

Access Points. Based on the 802.11n and 802.11ac standards, Aruba access points (APs) deliver secure Wi-Fi client access to a variety of indoor and outdoor enterprise wireless LAN (WLAN) environments. These versatile, high-performance APs can be centrally managed by Aruba Mobility Controllers or deployed as controllerless Aruba Instant APs that are managed in the cloud. Available with single- and dual-radios to meet the most challenging security, client performance and density requirements, Aruba APs feature several unique Wi-Fi capabilities:

- Patented Clientmatch technology ensures that mobile devices roam efficiently by steering them to the best AP and radio on the WLAN.
- Arm technology ensures that Aruba APs stay clear of interference, resulting in a more reliable, higher performance WLAN.
- Integrated Wireless Security identifies and mitigates wireless threats and intrusions by rogue devices.

Mobility Controllers. When managed by Mobility Controllers, traffic from Aruba APs is centralized to simplify configuration, improve data encryption, provide fine-grained policy enforcement, and deliver other vital network services. Running ArubaOS, Mobility Controllers eliminate multiple IT touch points by centralizing network engineering, IP services and policy controls across wired and wireless, while simplifying the integration of network security and enterprise app platforms. Mobility Controllers support a variety of ArubaOS software modules, including the Policy Enforcement Firewall with AppRF technology, RFProtect with Spectrum Analysis and Wireless Intrusion Protection, and Advanced Cryptography with military-grade Suite B encryption.

Instant Access Points. In controllerless Aruba Instant mode, a dynamically elected AP automatically distributes the network configuration to other Instant APs in the WLAN. Simply power-up one Instant AP, configure it over the air, and plug in the other APs – it only takes about five minutes.

AirWave. AirWave Network Management offers the end-to-end clarity and control over mobile users on multivendor, multisite networks. It includes user location and mapping capabilities, real-time monitoring, proactive alerts, historical reporting, and troubleshooting.

Aruba Central. Aruba Central is a cloud-based software-as-a-service subscription that simplifies the management of Aruba Instant WLANs. It offers remote monitoring and troubleshooting, centralized configuration and firmware management, compliance reporting, and zero-touch provisioning.

Warranty. HPE Aruba Wireless Equipment comes with the HPE Aruba Limited Lifetime Warranty which provides advanced hardware replacement with next-business-day shipment and 90 days of 24x7 phone support (followed by standard business hours thereafter).

Post Implementation

At ANC Group we realize that like each District, each project and/or request for product(s) and/or service(s) is different. However, there are some inherent similarities that we leverage to ensure customer satisfaction and the highest quality service delivery.

Each project, whether product only, product and service, or service only, is signed off on by the District prior to invoicing. By requiring sign off ANC Group ensures all equipment has been delivered and is in good working order, and that all required services have been completed to the District's satisfaction.

Once sign off is complete all delivered product(s) and/or service(s) will be invoiced on Net30 terms, in accordance with USAC guidelines. ANC Group will submit a Form 474 Invoice to USAC for the USAC Portion of the award and Discounted billing to the District.

Your dedicated team remains available to you post implementation for any questions you may have for the length of your relationship with ANC Group. In addition to your dedicated team we maintain a service portal where Districts can request assistance directly from our Engineers. Districts can open a case in our service portal by phone by dialing 888-424-4863, Option 1, by email at helpdesk@ancgroup.com, or by contacting any member of their dedicated team and requesting the team open a case.

Contract Term

This contract is contingent upon the award of E-Rate funding and will run from July 1, 2017 to June 30, 2018 unless otherwise extended by the District and the SLD. ANC Group is willing to extend the contract beyond the initial term should future E-Rate funding be made available however reserves the right to increase rates and/or product pricing for any item listed based on the Lowest Corresponding Price in subsequent years.

Summary

As a partner for Districts for the last 18 years, ANC Group understands that the choice of a technology provider is very important to your organization. ANC believes that our people, our experience, and our methodology make us the best choice for your partner on this project. If in reading this document you come across anything that needs clarification, or you have a question, please do not hesitate to contact your dedicated team. Thank you for the opportunity to partner with you and we look forward to doing business with you!

Acknowledgement

Legal Name of Bidder: Applied Network Consulting Group, Inc. (ANC Group, Inc.)

Federal Tax ID: 58-2482651

SPIN: 143020733

Business Address: 14 Progress Road, Greenville, SC 29607

Phone: 888-424-4863

By: _____

Brian Daughhetee

President, ANC Group, Inc.

Pricing Quote provided on following page(s)

Quote No. 10155v3

ANC Group Inc.
14 Progress Road
Greenville, SC 29607
Account Manager:
Mobile: 828-989-8274
E-Mail: kyler@ancgroup.com

Lakeside Charter Academy
Yvonne Waters
sbrockwell@mcnc.org & y.waters@lakesidecharteracademy.com
17609 Old Statesville Rd
Cornelius, NC 28031

Tax Rate on Goods:

7.25%

Tax Rate on Services:

7.25%

Project Total: \$8,792.52

Date

3/19/19

Summary - All Sites

QTY	Part Number	Unit	Description	Tax Type	Unit Cost	Cost	Tax
2	J9150D	Each	Aruba 10G SFP+ LC SR 300m MMF XCVR	Good	\$457.60	\$915.20	\$66.35
14	Q9H63A	Each	Aruba AP-515 (US) Unified AP	Good	\$494.50	\$6,923.00	\$501.92
2	Q9G69A	Each	AP-MNT-MP10-B Campus AP mount bracket kit (10-pack) type B: suspended ceiling rail, flat 15/16	Good	\$91.65	\$183.30	\$13.29
1	Q9G71A	Each	AP-MNT-MP10-D Campus AP mount bracket kit (10-pack) type D: solid surface	Good	\$91.65	\$91.65	\$6.64
1	SHIP-STD	Each	Shipping to Requested Location	Service	\$85.00	\$85.00	\$6.16

Subtotal

\$8,198.15

Tax

\$594.37

Total

\$8,792.52

*Prices are subject to change due to possible changes in tariff charges.

PLEASE NOTE: This quote contains NC DPI Contract and/or E-Rate Pricing and will only be honored for Purchases made using the NC DPI Contract and/or the USAC E-Rate Purchasing Program.

Signature

Date

Signature above shall constitute commitment to Purchase and should only be signed by an individual with authority to bind the purchasing entity.